

# ENTERPRISE CLIENT PARTNER

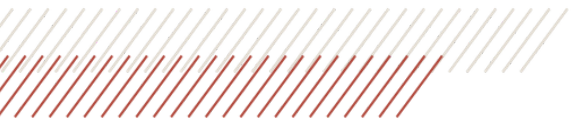
## *ABOUT **EAGLES FLIGHT***

Eagles Flight is a global leader in experiential learning that helps organizations strengthen leadership capability, align culture with strategy, and improve business performance.

For more than 40 years, we have partnered with organizations around the world to solve complex business challenges through immersive learning experiences that translate insight into action. Our clients include many **Fortune 500 organizations** that rely on Eagles Flight to help leaders and teams perform at a higher level.

Our global team supports clients across industries with colleagues based in **Toronto (Canada), São Paulo (Brazil), Singapore (Southeast Asia), London (England), and across the United States**, enabling us to deliver solutions that scale across regions and cultures.

Behind every client engagement is a strong internal capability. Our work is **rooted in behavioral science, supported by proprietary and trademarked programs and skill frameworks, and delivered by world-class facilitators**. As part of Eagles Flight, you will be supported by a global team of experienced “Eagles” dedicated to helping our clients succeed.



**EAGLES FLIGHT**<sup>TM</sup>  
Performance Made Human

## *THE OPPORTUNITY*

Eagles Flight is seeking an Enterprise Client Partner to drive strategic business development by building trusted partnerships with senior leaders across organizations. This role is designed for a consultative professional who thrives on helping leaders solve meaningful business challenges. Rather than selling training products, the Enterprise Growth Partner works with organizations to diagnose performance gaps and design solutions that strengthen leadership capability, culture, and execution.

Growth in this role is driven through disciplined engagement with organizations that align with Eagles Flight's Ideal Client Profiles (ICPs). By focusing on the right organizations, the Enterprise Growth Partner helps generate meaningful business opportunities while ensuring strong client outcomes.

## *WHAT YOU WILL DO*

### **Generate Growth Through Ideal Client Profiles**

- Identify and prioritize organizations that align with Eagles Flight's Ideal Client Profiles
- Develop targeted outreach strategies within priority industries and accounts
- Build relationships with senior leaders responsible for leadership, culture, and organizational performance
- Create and manage a pipeline of qualified opportunities aligned with revenue objectives

### **Develop Strategic Client Partnerships**

- Build trusted relationships with executives and key decision makers
- Engage leaders in conversations about leadership effectiveness, culture alignment, and organizational performance
- Serve as a thought partner who helps translate business challenges into development priorities

### **Architect Impactful Solutions**

- Diagnose organizational challenges and collaborate with internal experts to design tailored solutions
- Align Eagles Flight experiential programs with client business objectives
- Develop compelling proposals that clearly articulate value and expected outcomes





### **Expand Long-Term Client Value**

- Develop account strategies that deepen Eagles Flight's presence within strategic clients
- Maintain ongoing engagement to uncover emerging needs and opportunities
- Ensure strong collaboration between sales, design, and delivery teams to create exceptional client experiences
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## ***WHAT WE'RE LOOKING FOR***

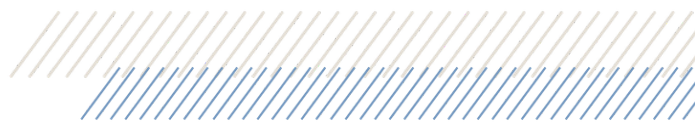
### **Experience**

- 5+ years of experience in business development, consultative sales, or strategic account management
- Experience building relationships with senior leaders and navigating complex organizations
- Proven ability to generate new business through targeted account strategies or industry segmentation

### **Capabilities**

- Strong consultative selling and diagnostic skills
- Ability to translate business challenges into practical solutions
- Excellent communication, presentation, and proposal development skills
- Ability to manage long sales cycles and multiple stakeholders
- Strategic mindset that balances long-term relationships with revenue accountability

Experience in Leadership development, consulting, professional services, or organizational development is beneficial but not required.

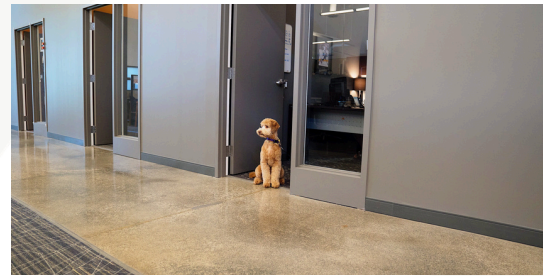


## WHY JOIN *EAGLES FLIGHT*

At Eagles Flight, growth professionals are more than sellers—they are partners in helping organizations perform at their best.

You will collaborate with experienced designers, facilitators, and client leaders to create solutions that influence how organizations lead, collaborate, and execute strategy. Our team is known for the pride we take in our work and the outcomes we create together.

Employees who demonstrate strong performance and commitment have opportunities for continued growth and advancement within the organization.



## *IF THIS SOUNDS LIKE YOU, WE'D LOVE TO HEAR FROM YOU!*

To apply, please submit the following:

1. Cover letter
2. Résumé
3. A short video (1-2 minutes) introducing yourself and sharing why you want to join Eagles Flight.

Applications can be sent to [comesoarwithus@eaglesflight.com](mailto:comesoarwithus@eaglesflight.com). Please include **Enterprise Client Partner** in your subject line.

We thank all applicants for their interest; however, only those selected for further consideration will be contacted. If you are a person with a disability and require accommodation to successfully apply, please email us to make your accommodation request.